WINNERS - PARTNERSHIP IN PERFORMANCE

QUALIFICATION/PERFORMANCE EVALUATION FORM

PROGRAM PERIOD: **QUARTER** 3RD **YEAR** 1993

Customer Name: Bishop Company

Account Number: 055600

FINANCIAL - To be determined by RJR Credit Department

PROMOTION / DISTRIBUTION QUALIFICATION

- Did customer satisfy qualification requirements? Check: Yes ☐ No ☐
- List qualification areas not achieved: _____

PROMOTION/DISTRIBUTION PERFORMANCE CRITERIA

- Agreed Performance (Indicate performance criteria numbers)

		Participant Signature	Title	Date
3 Quarter: 1993	2 9 10	* Pat Bland	head buyer	6/30/93

*2 - Pick-up and return damaged and/or out-of-date RJR product from retail accounts you service when identified by an RJR representative.
*9 - Deliver premium items, with or without cigarette product, and/or deliver Buy Some, Get Some Free (BSGSF) to retail stores as designated by your RJR representative.
*10 -Provide your sales figures (RJR and competitive) to your retail customers as designated by your RJR representative.

- Were all performance criteria achieved? Check: Yes ☒ No ☐

Payment per 12M case $ 5.00

- List reasons not achieved _____

R. J. Reynolds Tobacco Company

Signature: D. T. Walsh **Title:** Dist Mgr

Evaluation Date: 10-1-93

Participant

Signature: Pat Bland **Title:** Head Buyer

Evaluation Date: 10/1/93

1ST-WINN.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/xjdn0000

WINNERS - PARTNERSHIP IN PERFORMANCE

EVALUATION

Customer Name: Bishop Company, Inc.

Account Number: 0556000

Customer Class-of-Trade: Wholesale Grocer

1st Half 1993: 1st / 2nd Quarter 1993

FINANCIAL - To be determined by RJR Credit Department

PROMOTION / DISTRIBUTION QUALIFICATION

* Did customer satifsy qualification requirements? Check: Yes ☑ No ☐
* List qualification areas not achieved: _____

Performance

* Agreed Performance (Indicate performance criteria numbers)

				Participant Signature	Title	Date
*1st Quarter:	1	2	10	Pat Bland	Bishop Co	1/27/93
*2nd Quarter:	1	2	10	Pat Bland	Bishop Co	1/27/93

*1 - Gain retail distribution of designated RJR brand(s). (New Brands - within three weeks from introduction.)
*2 - Pick-up and return damaged and/or out-of-date RJR product from retail accounts you service when identified by an RJR representative.
*10 -Provide your sales figures (RJR and competitive) to your retail customers as designated by your RJR representative. By First Week In Apr.

* Performance Achieved (Check block if performance achieved)

1st Half ☑ Payment 12M Case $ 3.00 Rus 1.00 Financial

TOTAL $3.00

Teamwork Bonus

* Did customer satisfy requirements? 1st Half

Check: Yes ☐ No ☒ Payment per 12M case $ 1.50

* List reasons not achieved Non EFT participation

R. J. Reynolds Tobacco Company

Signature: P. T. Dolek **Title:** Dir Trade

Evaluation Date: 6-24

Participant

Signature: Pat Bland **Title:** Lead buyer

Evaluation Date: _____

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Source: https://www.industrydocuments.ucsf.edu/docs/xjdn0000

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Source: https://www.industrydocuments.ucsf.edu/docs/xjdn0000

PERFORMANCE REQUIREMENTS

PROMOTION/DISTRIBUTION PERFORMANCE CRITERIA

- Accept all new RJR brand style(s) during the introductory period and have warehouse inventory available for sale to retail stores/consumers for six months from original purchase date.
- Provide RJR a fair opportunity to meet competitive programs offered by other cigarette manufacturers to you and your customers including any requested Distributor Assist Programs.
- Provide RJR products an opportunity for distribution to your customers that is equivalent to the opportunity provided to competing products.
- Promote and encourage the sale and distribution of RJR products at least to the same extent you promote competing products.

AND

- Must perform three of the following as designated by your RJR representative:

1. Gain retail distribution of designated RJR brand (s). (New Brands - within three weeks from introduction.)

2. Pick-Up and return damaged and/or out-of-date RJR product from retail accounts you service when identified by an RJR representative.

3. Have procedures to deliver RJR requested pre-book orders.

4. Must participate in an RJR annual vending placement payment contract and must accept all pack promotions as requested by your RJR representative.

5. Must report quarterly vending placements via Tru-Check only.

6. Brands in vending machine must be approved by local RJR representative, and all non-paid vending point-of-sale must be RJR.

7. Accept four package promotions, per each three-month period, as designated by your RJR representative. Promotions must be placed in area where individual packages are available for retail consumer purchase.

8. Accept two carton promotions, per three-month period, as designated by your RJR representative.

9. Deliver premium items, with or without cigarette product, and/or deliver Buy Some, Get Some Free (BSGSF) or pre-assembled display sku's to retail stores in a timely manner as designated by your RJR representative.

10. Provide your retail customer's sales figures (RJR and competitive) on a frequency as designated by your RJR representative.

11. Assist RJR to solve problems (out-of-stocks, distribution, merchandising/display, etc.) with retail stores you service as designated by your RJR representative.

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Source: https://www.industrydocuments.ucsf.edu/docs/xjdn0000

ACCOUNT: 0258000
PARENT : 0258000 PAYING :
BISHOP COMPANY INC.
BUFFALO, NY

RJR BUSINESS 1992

DOLLAR VOLUME (NET)	$ 717,5
RJRT CASE VOLUME (12M)	9
FORSYTH CASE VOLUME (12M)	
TOTAL CASE VOLUME (12M)	1,07

1992 RJR INCENTIVE PROGRAMS	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNE PAYME
WINNERS			
FINANCIAL	$ 694	$ 2,904	$ 2,2
PROMOTION/DISTRIBUTION 01,09,10	2,136	2,136	
TEAMWORK BONUS (2ND HALF)		909	9
SUB TOTAL	$ 2,830	$ 5,949	$ 3,1
ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%) 1ST HALF: 0% 2ND HALF: 0%		3,588 *	3,5
CASH/ANTICIPATION DISCOUNT	24,102	24,102	
QUARTER END PAYMENTS	1,563	1,563	
PRICE INCREASE DIFFERENTIAL	3,490	3,490	
FORSYTH TOBACCO PRODUCT PAYMENTS	3,341	3,341	
DORAL/MAGNA/STERLING CASE ALLOW (1ST HALF)	1,053	1,053	
NEW BRAND INTRODUCTION ALLOWANCE	126	126	
NEW BRAND DISTRIBUTION INCENTIVE	24	24	
HAND STAMPING ALLOWANCE	167	167	
BUY SOME GET SOME FREE HANDLING ALLOWANCE	80	80	
GRAND TOTAL	$ 36,776	$ 43,483	$ 6,7

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	ACTUAL	POTENTIAL	UNEARNE
1992 PER CASE PAYMENT	$	$	$

Source: https://www.industrydocuments.ucsf.edu/docs/xjdn0000

1992 YEAR CASE VOLUME	$ 84.08	$ 40.80	2.0

* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

$$$$$$$$$$ WINNERS - PARTNERSHIP IN PERFORMANCE $$$$$$$$$

1993 MAXIMUM EARNINGS POTENTIAL BASED ON 1992 TOTAL CASE VOLUME		
FINANCIAL AND PROMOTION/DISTRIBUTION	$ 4.50/CS	$ 4,886
TEAMWORK BONUS	$ 1.50/CS	$ 1,619
TOTAL PROJECTED 1993 WINNERS EARNING POTENTIAL		$ 6,475
TOTAL PROJECTED 1992 WINNERS EARNING POTENTIAL		$ 5,949-
TOTAL PROJECTED 1993 WINNERS EARNINGS INCREASE		$ 526+

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